

WESTERN REGIONAL
Contractor Operation & Maintenance
Services (COMS) Contract
Pre-Solicitation Conferences & Site
Visits



11 Jan - 21 Jan 2011



Marine Corps Systems Command (MARCORSYSCOM)

Program Manager for Training Systems (PMTRASYS)

Mission:

To improve the Warfighting effectiveness of the MAGTF and globally deployed Maritime Expeditionary Forces by providing training support and developing and sustaining training systems and devices.

Vision:

We are the recognized leader in providing training solutions to develop and enhance the performance of Marines



U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA

U.S. Army

U.S. Navy
& U.S. Coast
Guard

U.S. Air Force

Research Parkway

U.S. Army

USMC PMTRASYS



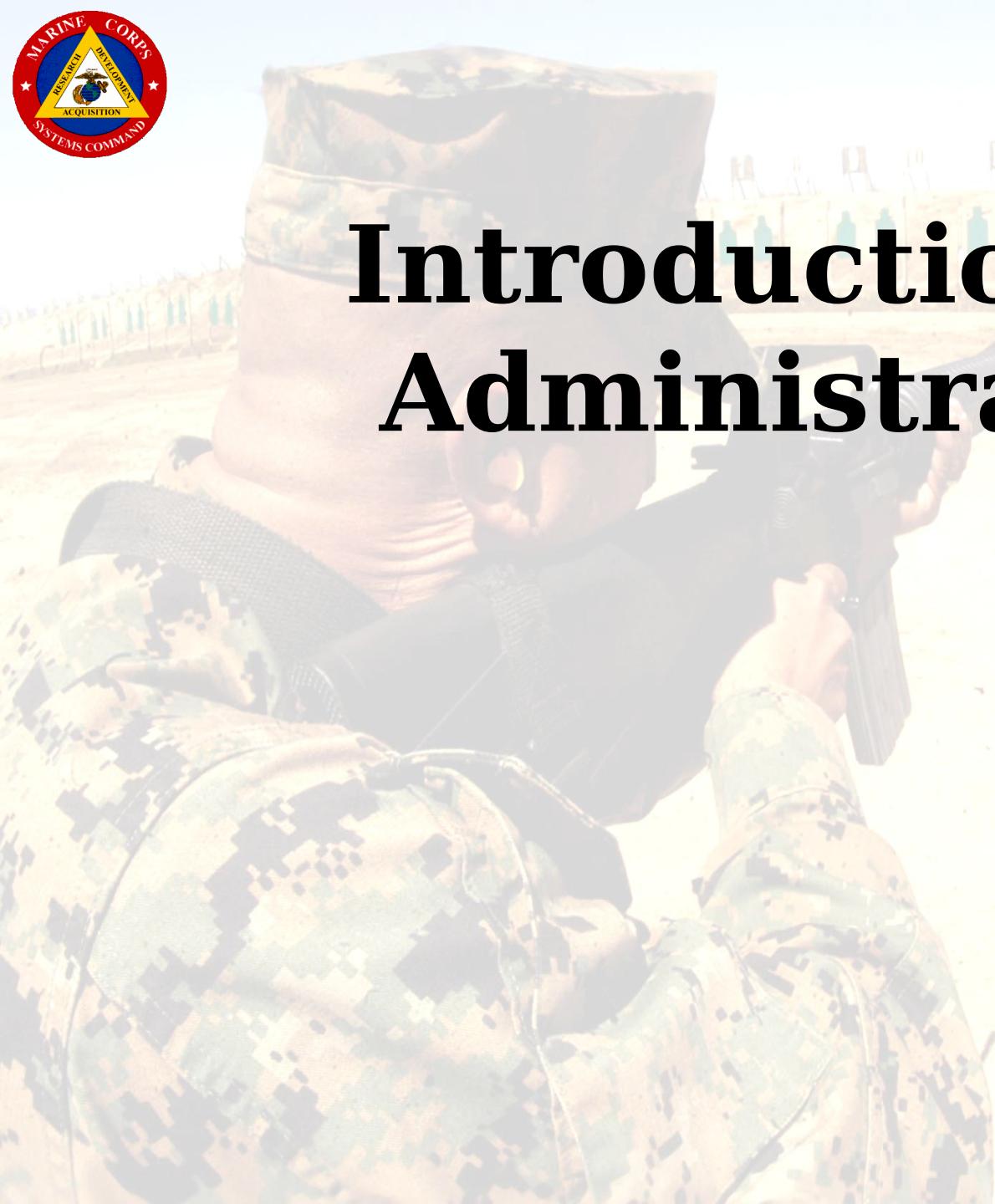
U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA



Research
Parkway
Partnership III



Introductions & Administrative





AGENDA

- **Introductions & Administrative Overview**
- **Statement of Work**
- **Proposed Acquisition Strategy**
- **RFP Structure**
- **Proposal Requirements (Section L of RFP)**
- **Evaluation Factors (Section M of RFP)**
- **Award Schedule**



OVERVIEW

- **Provide Industry with information about the Government's approach, requirements and Draft RFP.**
- **Provide a site visit of the various training devices, systems, and live-fire ranges that encompass the Western Regional training sites.**



PROCUREMENT INTEGRITY RULES



- **All information released by E-mail and during this conference is to be considered “Draft” and “For Information Only”.**
- **Government Source Selection Plan and Proposal Evaluation Procedures will not be discussed. All evaluation criteria are in Draft RFP - Section M.**



PROCUREMENT INTEGRITY RULES



- **Industry attendees shall not attempt to engage individual Government personnel in private discussions. NO phone calls will be accepted by Government personnel after the pre-solicitation conference, only emails.**
- **Any questions or comments relative to this presentation shall be submitted in writing to the Procuring Contracting Officer (PCO), Contract Specialist and Project Officer .**



PROPOSED ACQUISITION STRATEGY



- FAR 19.501(e) Contracting Officer's determination to or not to set aside this effort for Small Business?
- Market Survey
- Standard Industrial Classification
 - SIC 8744 - Facilities Support Management Services - \$5.011 mil
 - EXCEPTION - Base Maintenance - \$20.012 mil
- North American Industry Classification System
 - NAICS 561210 - Facilities Support Services - \$35.5 mil





PROPOSED ACQUISITION STRATEGY



- **A Firm Fixed-Price (FFP) Contract**
- **Over & Above will only be used to support outside activities as required after approval by the Project Officer.**
- **Full and Open Competition**



PROPOSED ACQUISITION STRATEGY

- **100% Small Business Set-Aside for Prime Contractor**
- **Award to offeror who provides the “lowest cost” and technical acceptance to the Government, other factors are considered.**
- **Award without discussions is contemplated.**



RFP STRUCTURE

Section B:

- Offerors to provide Monthly FFP for each line item to include supply support.**
- Premium Time estimated of 25 hours used for offeror's price proposal**



RFP STRUCTURE (Cont'd)

Section C

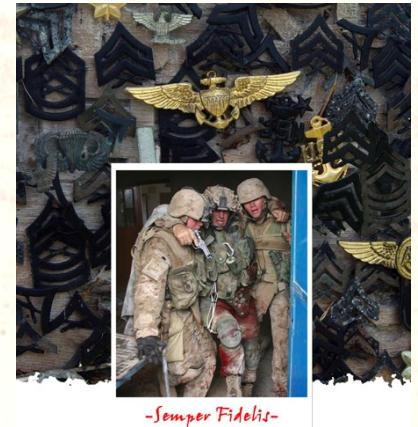
- Technical Proposal's and any amendments/addenda fully incorporated in contract
- Premium Time NTE 25 Hours
- Government may add any new training device to contract



RFP STRUCTURE (Cont'd)

Section C (cont.)

- Site Locations
- Mobilization & Post Award



HE IS THE REASON FOR
OUR DAILY ROUTINE.



RFP STRUCTURE (Cont'd)

Sections D & E : Uniform Contract Format

Section F: Contract Performance

- Period of Performance**
- Contract Performance Utilization Report**
- Contractor Funds Status Report**



Evil never ceases to conspire... **Marines** stay one step ahead.



RFP STRUCTURE (Cont'd)



Section G : Contract Administration

- Incremental funding **(we don't do this)**
- Payment computed using Availability Performance Factor (APF)

Section H: Special Contract Requirements



RFP STRUCTURE (Cont'd)

Section J : Attachments

- **Statement of Work (SOW) with Appendices AA through EB**
- **SOFA Agreement**
- **DD Form 254**
- **Department of Labor Wage Determinations**
- **Mobilization Table Template**
- **Mapping Matrix Template**



RFP STRUCTURE (Cont'd)

Section K: Representations and Certifications

- Shall be completed and submitted as part of Volume I of your proposal.**



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP

- Pre-Proposal Conferences/Site Visits**

11 Jan - 21 Jan 2011 (Section L.4)

- Technical/Management Proposal (100 single-sided page limit including diagrams)**

- Price Proposal Section B Spreadsheet**



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP



Proposal Content (Section L.10)

Each Proposal Volume is to include:

- Cover>Title Page**
- Table of Contents**



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP

Volume I - Administrative Requirements (L.10):

- All applicable Section K requirements
- Listing of current (active) Government prime and subcontracts
- Brief Corporate History
- Corporate Organizational diagram
- Resumes of Program Manager/Site Manager



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP

Volume II - Technical/Management Proposal (L.10):

- **Factor 1 Technical Understanding**-demonstrate ability to perform the technical requirements.
- **Factor 2 Operations**-demonstrate logistical competence in meeting requirements.
- **Factor 3 Resources**- demonstrate commitment of adequate resources



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP

Volume III - Price Proposal (L.10):

- Submit a fully completed Section B
- Enter “NC” for any items at No Charge. Do not leave blanks.
- Submit total proposed dollar amount, inclusive of base and all options.



EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)



- Award shall be made to the lowest priced, technically acceptable offer (M.2)
- Proposal ratings (M.3)
 - Acceptable
 - Unacceptable



EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)

Technical/Management

Technical Understanding Factor

- Area (a) Surge Capability
- Area (b) Site Support
- Area (c) Down Time
- Area (d) Management Plan
- Area (e) Experience

Operations Factor

- Area (a) Mobilization Plan
- Area (b) Material Support/Spares Plan
- Area (c) Quality Assurance Plan
- Area (d) Organization



EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)



Technical/Management

Resource Factor

- Area (a) Manning Level
- Area (b) Staff Qualifications
- Area (c) Capital Equipment
- Area (d) Subcontractor Evaluations
- Area (e) Personnel Management



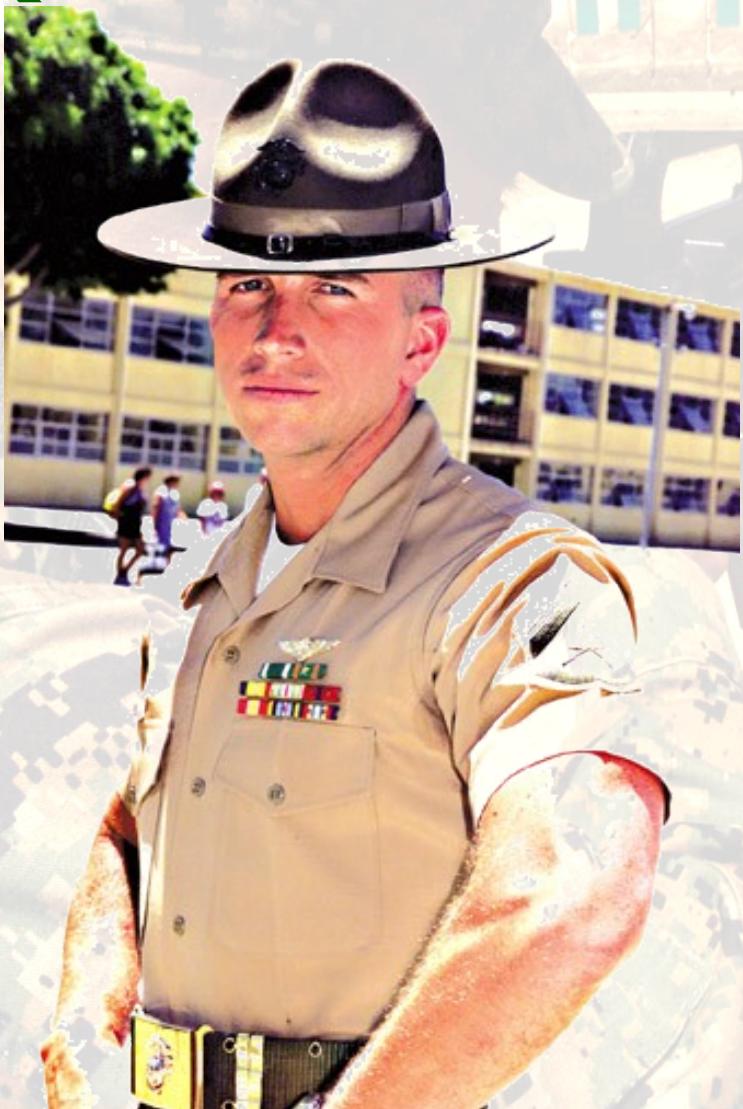
Western Regional COMS Contract

AWARD SCHEDULE



Post Sources Sought	8 Dec 2010
Post Draft RFP	3 Jan 2011
Site Visit Presolicitation Conference	11 - 22 Jan 2011
Industry Comments Due (Questions & Answers)	24 Jan 2011
Post Final RFP	17 Feb 2011
Proposals Due	18 Mar 2011
Proposal Evaluations	21 Mar - 19 Apr 2011
Legal, SSA,Contract Actions	20 Apr - 19 May 2011
Contract Award	20 May 2011
Mobilization - New Contract (30 days)	1 -30 Jun 2011
Current Contract Expires	30 Jun 2011

QUESTIONS ???





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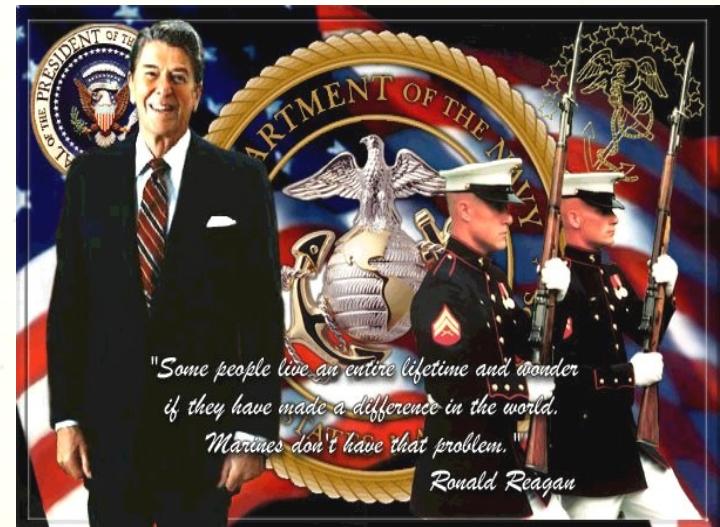
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Highlights & SOW Issues